

Message Text

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PAGE 01 DAR ES 02309 061220Z
ACTION AF-10

INFO OCT-01 ISO-00 EB-07 /018 W
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R 061135Z JUN 77
FM AMEMBASSY DAR ES SALAAM
TO USDOC WASHDC
SECSTATE WASHDC 5252
INFO AMEMBASSY NAIROBI

UNCLAS DAR ES SALAAM 2309

USDOC FOR OMP/CRD

E.O. 11652: N/A
TAGS: BEXP, XA,TZ

SUBJ: REGIONAL SEMINARS FOR FSL COMMERCIAL SPECIALISTS

REF: STATE 119260

1. POST NOMINATES BERNARD KIMALANDO, SENIOR COMMERCIAL ASST., FOR NAIROBI SEMINAR. MR. KIMALANDO AS WELL AS JUNIOR COMMERCIAL ASST., MS. KYUNGU, HAVE SUBMITTED DEVELOPMENT NEEDS SURVEY AND HAVE SUBSCRIBED TO COMMERCIAL CORRESPONDENCE COURSES.

2. WE HAVE REVIEWED PROPOSED AGENDA AND OFFER FOLLOWING COMMENTS:

A) AGEND SEEMS COMPLETE IN COVERING ALL IMPORTANT AREAS IN WHICH FSL'S WORK. WHILE SOME FAMILIARITY WITH ALL TOPICS LISTED WILL BE HELPFUL, WE SUGGEST THAT PROGRAM BE ORIENTED AND WEIGHTED TOWARD ACTUAL WORK ENVIRONMENT AND PROBLEMS.

B) EXCEPT FOR NAIROBI, POSTS PARTICIPATING HAVE SMALL ECON/
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COMM SECTIONS, USUALLY ONE AMERICAN AND ONE OR TWO FSL'S. MOST OF THEIR TIME IS TAKEN WITH BRIEFING VISITING U.S. BUSINESSMEN, RESPONDING TO WRITTEN ENQUIRIES, AND MEETING CERP REQUIREMENTS. SPECIAL MARKET STUDIES, TRADE PROMOTION ACTIVITIES, TRADE MISSIONS, ETC. ARE FEW AND NOT AS RELEVANT HERE AS IN OTHER PARTS OF WORLD.

C) TIME SHOULD BE DEVOTED TO PROMOTION OF US COMMERCIAL INTERESTS WITHIN A POOR, AGRICULTURAL, SOCIALIST, STATE-CONTROLLED, AND GENERALLY RESTRICTED BUSINESS AND IMPORT ENVIRONMENT. DISCUSSION ON PREPARING WTDR'S, ADS, ETC. SHOULD BE GEARED TO THESE REALITIES. SPECIAL EMPHASIS SHOULD BE GIVEN TO EXPLORING OPPORTUNITIES IN AID PROJECT, INTERNATIONAL TENDERS, FIVE YEAR PLANS, AND AGRICULTURAL DEVELOPMENT.

D) METHODS OF EXPORT FINANCING SHOULD BE TRESSED. SEMINAR SHOULD PROVIDE BACKGROUND ON ADVANTAGES OF US CONSULTANTS, ENGINEERS AND PRODUCTS TO HOST COUNTRY EVEN THOUGH COSTS MAY BE HIGHER.
SPAIN

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